

Message Text

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ACTION EB-11

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TAGS: EMIN, MX

SUBJ: MEXICAN FLUORSPAR PRODUCERS UNITE TO DEMAND 60 PERCENT
PRICE HIKE.

1. INDEPENDENT PRODUCERS OF FLUORSPAR (THOSE NOT SUBSIDIARIES
OF MULTINATIONAL CORPORATION) ANNOUNCED AFTER MEETING WITH
REPRESENTATIVES OF US. BUYERS THEIR DECISION TO SEEK IMMEDIATE
60 PERCENT INCREASE IN PRICE FOR ALL GRADES OF FLUORSPAR.

2. MEXICO, LARGEST PRODUCER OF FLUORSPAR IN THE WORLD AND
SUPPLIER OF 75 PERCENT OF US. REQUIREMENTS, FEELS IT IS IN
POSITION TO IMPOSE HIGHER PRICE ON BUYERS.

3. REPRESENTATIVE OF DU PONT DE MEXICO (WITH CONSIDERABLE
INTEREST IN MEXICAN FLUORSPAR) DOES NOT CONSIDER WORLD MARKET
FOR FLUORSPAR TO BE STRONG ENOUGH AT THIS TIME TO SUPPORT
MEXICAN DEMANDS. HE FORESEES POSSIBLE SMALL INCREASE IN PRICE,
BUT DISMISSED 60 PERCENT AS "RIDICULOUS". MUCH MEXICAN
FLUORSPAR IS ALREADY UNDER LONG-TERM CONTRACT AT ESTABLISHED
PRICES SO SHORT-TERM MARKET CONDITIONS NOT EXPECTED TO BE
AFFECTED IN ANY EVENT.

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